complete what is proposed. If an application is for projects located in multiple states, resources must be sufficient to complete all projects;

- (8) Leveraging and commitment of other sources of funding being brought to the project. Leveraged funds should be clearly identified as cash and by source. Written documentation/confirmation from the party committing a specific amount of leveraged funds is required;
- (9) Outreach activities/marketing efforts specific to conducting energy audit and renewable energy development assistance including:
 - (i) Project title;
 - (ii) Goals of the project;
 - (iii) Identified need;
 - (iv) Target audience;
- (v) Timeline and type of activities/action plan; and
 - (vi) Marketing strategies.
- (10) Method and rationale used to select the areas and businesses that will receive the service.
- (11) Brief description of how the work will be performed, including whether organizational staff, consultants, or contractors will be used.
- (f) The most recent financial audit (not more than 18 months old) of the applicant, or subdivision thereof, that will be performing the proposed work. If such an audit is not available, the latest financial information that shows the financial capacity of the applicant, or subdivision thereof, to perform the proposed work. Such information may include, but is not limited to, the most recent year-end balance sheet, income statement, and other appropriate data that identify the applicant's resources.
- (g) The applicant's Dun and Bradstreet Data Universal Numbering System (DUNS) number.

§ 4280.191 Evaluation of energy audit and renewable energy development assistance grant applications.

Upon receipt of an application, the Agency will conduct a review to determine if the applicant and project are eligible. The Agency will notify the applicant in writing of the Agency's findings. If the Agency has determined that either the applicant or project is ineligible, it will include in the notifi-

cation the reason(s) for its determination(s).

§4280.192 Scoring energy audit and renewable energy development assistance grant applications.

Agency personnel will score each application using the criteria specified in paragraphs (a) through (h) of this section, with a maximum score of 100 points possible.

- (a) Project proposal (maximum score of 10 points). The applicant will be scored based on its in-house ability to conduct audits versus using third party auditing organizations as illustrated in the application.
- (1) If the applicant proposes to use at least 51 percent of the awarded funding to employ internal, qualified auditors and/or renewable energy specialists for program implementation, up to 10 points will be awarded as follows:
- (i) If the percentage is between 51 percent and 75 percent (inclusive), 5 points will be awarded.
- (ii) If the percentage is more than 75 percent, 10 points will be awarded.
- (2) If the applicant proposes to use less than 51 percent of the awarded funding to employ internal, qualified auditors and/or renewable energy specialists for program implementation, zero points will be awarded.
- (b) Use of Grant Funds for Administrative Expenses (maximum score of 10 points). Grantees selected to participate may use up to 5 percent of their award for administrative expenses.
- (1) If the applicant proposes to use none of the grant funds for Administrative Expenses, 10 points will be awarded.
- (2) If the applicant proposes to use a portion (up to 5 percent) of the grant funds for Administrative Expenses, zero points will be awarded.
- (c) Applicant's organizational experience in completing proposed activity (maximum score of 15 points). The applicant will be scored on the experience of the organization in meeting the benchmarks below. This means that an organization must have been in business and provided services as noted in the scoring requirements. An organization's experience must be documented with references and resumes. Points will be awarded as follows: